

Message Text

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PAGE 01 VALLET 00048 141212Z

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ACTION EB-07

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FM AMEMBASSY VALLETTA

TO USDA WASHDC

INFO SECSTATE WASHDC 6610

AMEMBASSY ROME

UNCLAS VALLETTA 0048

PASS: FAS/ETSD

E.O. 11652: N/A

TAGS: BTIO, MT

SUBJECT: AGRICULTURAL TRADE OPPORTUNITY

REF: 73 STATE A-4119

1. THE EMBASSY HAS BEEN INFORMED THAT A TENDER FOR THE IMPORTATION OF MALTA'S TOTAL ANNUAL REQUIREMENTS OF UNSWEETENED EVAPORATED MILK IN TINS WILL BE PUBLISHED IN ABOUT TWO WEEKS' TIME. MEANSWHILE, THE MALTA DEVELOPMENT CORPORATION (MDC), IN ITS CAPACITY OF BULK BUYING AGENT FOR THE MALTA GOVERNMENT, IS COMPILING A LIST OF FOREIGN SUPPLIERS WHO WOULD BE INTERESTED IN PARTICIPATING IN THIS TENDER.

2. IT IS ESTIMATED THAT THE TENDER WILL CALL FOR THE SUPPLY OF ABOUT 200,000 - 250,000 CARTONS CONTAINING 48 X 14.5 OZ TINS, WITH A SMALL PROPORTION (ABOUT 2-3 PERCENT) TO BE IN CARTONS OF 96 X 6 OZ TINS. IT IS USUAL TO DIVIDE THE QUANTITY REQUIRED AMONG TWO OR THREE SUPPLIERS. THE MILK TRADITIONALLY IMPORTED INTO MALTA HAS A MINIMUM 9 PERCENT BUTTERFAT CONTENT AND 31 PERCENT TOTAL MILK SOLIDS. DELIVERIES WOULD BE IN CONSIGNMENTS OF ABOUT 20,000 CARTONS MONTHLY SUBJECT TO AGREEMENT AT THE TIME OF AWARD OF TENDER.

3. INTERESTED U.S. FIRMS SHOULD BE INSTRUCTED TO ESTABLISH DIRECT TELEX CONTACT WITH THE MALTA DEVELOPMENT CORPORATION,
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ATTN: MR. J.E. AGIUS, HEAD OF COMMERCIAL ACTIVITIES,

DEVELOPMENT HOUSE, FLORIANA, MALTA; TELEX - MW 275;
PHONE: 21431; CABLES: DEVCORP MALTA. SMITH

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NNN

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